

Message Text

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ACTION EA-09

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FM AMCONSUL FUKUOKA JA

TO AMEMBASSY TOKYO JA

INFO SECSTATE WASHINGTON DC 492

STATE

UNCLAS FUKUOKA 0119

STATE FOR EA/EX

E.O. 11652: N/A

TAGS: ASEC, AFSP

SUBJECT: REQUEST FOR CONTRACT ANTI-TERRORIST SECURITY GUARD

REF: A) FUKUOKA 77 B) STATE 156585

1. CONSULATE HAS RECEIVED THREE BIDS FOR CONTRACT GUARD TO MAN
DESK. THE BIDS ARE AS FOLLOWS:

A. ZEN NIKKEI SECURITY GUARD YEN 210,000 PER MONTH

B. NISHI NIPPON SECURITY GUARD YEN 240,000 PER MONTH

C. SOGO SECURITY GUARD YEN 252,000 PER MONTH

2. SECURITY GUARD WILL BE ENGLISH SPEAKING, MAN RECEPTIONIST DESK
DURING WORKING HOURS (8 HRS PER DAY), AND CONTROL ACCESS TO
CONSULATE BUILDING. GUARD WILL ALSO OPERATE CONSULATE

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SWITCHBOARD.

3. UPON RECEIVING BIDS, CONSULATE CHECKED TO FIND WHY
ZEN NIKKEI'S BID WAS CONSIDERABLY LOWER THAN THE GOING
RATE FOR GUARD SERVICES. ZEN NIKKEI SAID THEY UNDERSTOOD
FULLY THE JOB SPECIFICATIONS WHEN MAKING THEIR BID AND
REALIZED THAT NO REVISION WOULD BE POSSIBLE DURING THE
PROPOSED ONE YEAR CONTRACT. LOCAL POLICE HAVE NO ADVERSE
COMMENTS ABOUT ZEN NIKKEI'S REPUTATION.

4. IT IS THE POST'S IMPRESSION THE ZEN NIKKEI HAS SUBMITTED
A BID BELOW COST, AS THEY FEEL HAVING THE CONSULATE JOB
WILL GREATLY INCREASE THE PRESTIGE OF THEIR FIRM.

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5. NISHI NIPPON, A WELL RESPECTED LOCALLY BASED FIRM, ALSO
WOULD LIKE THE CONSULATE JOB FOR PRESTIGE, BUT SAID THEY

WOULD NOT BID AT A LOSS TO GET THE JOB. THEIR BID REPRESENTS THEIR LOWEST POSSIBLE BID AND IS AT THEIR COST.

6. DESPITE ZEN NIKKEI'S BID BEING A BELOW COST BID IN ORDER TO SECURE THE PRESTIGE OF THE CONSULATE JOB, WE CAN FIND NO REASON TO REJECT IT. WE HAVE MADE IT CLEAR THERE IS NO POSSIBILITY FOR REVISION DURING THE TERM OF THE CONTRACT AND THE SERVICES SPECIFIED IN THEIR BID ARE THE SAME AS IN

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THE OTHER BIDS. UNLESS EMBASSY HAS ANY ADVERSE INFORMATION ON ZEN NIKKEI WE REQUEST THE FOLLOWING ACTION.

7. ACTION REQUESTED: FUKUOKA CONSULATE BE AUTHORIZED TO CONTRACT WITH ZEN NIKKEI FOR THE SERVICES OF ONE SECURITY GUARD FOR ONE YEAR AT THE RATE OF YEN 210,000 PER MONTH.
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